



Bravo 501

Eagle Ranger

Titan III

NEW PRODUCTS NOW AVAILABLE FOR CURRENT AND NEW CUSTOMERS

WASHINGTON STATE CONTRACT

Master Contract Number T98-MST-008

Pricing

The proposed agreement between All State/Government Agencies and Arch Wireless includes the monthly rate for various wireless services, number of calls included in the monthly rate, price per call in excess of the stated limits, and ancillary services. Applicable taxes and administrative fees not included.

A. TWO-WAY MESSAGING PRICING

T900 Lease				
<u>Airtime Package</u>	<u>Washington State Monthly Airtime/Device Lease</u>	<u>Monthly Lease Loss Protection \$45 Deductible</u>	<u>Washington State Monthly Lease Cost W/ LOSS PROT.</u>	
		<u>OPTIONAL</u>		
10,000 Character	\$ 9.95	\$ 2.00	\$	11.95
25,000 Character	\$ 11.95	\$ 2.00	\$	13.95
75,000 Character	\$ 17.95	\$ 2.00	\$	19.95
250,000 Character	\$ 19.95	\$ 2.00	\$	21.95
Unlimited	\$ 21.95	\$ 2.00	\$	23.95

P935 Lease				
<u>Airtime Package</u>	<u>Washington State Monthly Airtime/Device Lease</u>	<u>Monthly Lease Loss Protection \$45 Deductible</u>	<u>Washington State Monthly Lease Cost W/ LOSS PROT.</u>	
		<u>OPTIONAL</u>		
75,000 Character	\$ 19.95	\$ 4.00	\$	23.95
250,000 Character	\$ 21.95	\$ 4.00	\$	25.95
Unlimited	\$ 23.95	\$ 4.00	\$	27.95

E80 Lease				
<u>Airtime Package</u>	<u>Washington State Monthly Airtime/Device Lease</u>	<u>Monthly Lease Loss Protection \$45 Deductible</u>	<u>Washington State Monthly Lease Cost W/ LOSS PROT.</u>	
		<u>OPTIONAL</u>		
Unlimited	\$ 39.95	\$ 4.00	\$	43.95

T900 Purchase				
<u>Airtime Package</u>	<u>Purchase Price</u>	<u>Washington State Monthly Airtime Cost</u>	<u>Monthly Purchase Maintenance</u>	<u>Washington State Monthly Cost WITH MAINT.</u>
			<u>OPTIONAL</u>	
10,000 Character	\$ 79.95	\$ 7.95	\$ 2.00	\$ 9.95
25,000 Character	\$ 79.95	\$ 9.95	\$ 2.00	\$ 11.95
75,000 Character	\$ 79.95	\$ 15.95	\$ 2.00	\$ 17.95
250,000 Character	\$ 79.95	\$ 17.95	\$ 2.00	\$ 19.95
Unlimited	\$ 79.95	\$ 19.95	\$ 2.00	\$ 21.95

P935/E80 Purchase					
Note: E80 only offered in the Unlimited plan below					
<u>Airtime Package</u>	<u>Purchase Price</u>	<u>Washington State Monthly Airtime Cost</u>	<u>Monthly Purchase Maintenance OPTIONAL</u>	<u>Washington State Monthly Cost WITH MAINT.</u>	
75,000 Character	\$ 149.95	\$ 15.95	\$ 4.00	\$ 19.95	
250,000 Character	\$ 149.95	\$ 17.95	\$ 4.00	\$ 21.95	
Unlimited	\$ 149.95	\$ 19.95	\$ 4.00	\$ 23.95	

1. Optional Services

One Number Access/800 # Service	\$4.00
Voicemail	\$3.00
Operator Dispatch	\$4.00

2. Overcalls

10,000 Character Plan (T900 Only)	\$0.0010 per character
25,000 Character Plan (T900 Only)	\$0.0007 per character
75,000 Character Plan	\$0.0006 per character
250,000 Character Plan	\$0.0005 per character

B. WASHINGTON STATEWIDE ONE-WAY COVERAGE (Local)

Pager Type	Mo. Rate	Pager Protection*	Calls Included	Overcall Rate
DIGITAL PAGERS	\$ 2.20	\$ 0.50	500 Pages	\$ 0.10 per page thereafter
ALPHANUMERIC PAGERS	\$ 4.75	\$ 0.50	200 Pages	\$ 0.25 per page thereafter

***Pager Protection Program**

To reduce your financial exposure to loss or theft of an Arch pager, we offer a monthly pager protection plan, which significantly reduces the replacement cost to a manageable deductible.

Deductible for Lost Unit

Digital Display	\$10
Alphanumeric	\$40

Replacement Cost without Pager Protection

Digital Display	\$39
Alphanumeric	\$99

C. SERVICE OPTIONS AVAILABLE

1. Voicemail

Package	Prompt Length	Message Length	Total Messages	Hold Time	Price
MP 4	60 Seconds	30 Seconds	10	12 Hours	\$.95

Schedule A
Dated October 2004

MP 2	45 Seconds	45 Seconds	10	24 Hours	\$ 1.00
MP 1	30 Seconds	60 Seconds	15	72 Hours	\$ 1.00

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|---------------------------------------------------------------------------|---------|
| 2. Custom Prompt – Voice prompt without voicemail | \$ 0.50 |
| 3. Toll Free Number – Non-Pay phone blocked (50 calls, \$0.25 thereafter) | \$ 4.00 |
| 4. Addition Local Number | \$ 0.50 |
| 5. Numeric Retrieval | \$ 0.50 |
| 6. Oregon Coverage | \$ 1.00 |
| 7. Extensive Eastern Washington Coverage | \$ 3.95 |

D. ASSURED MESSAGING (See Section A, Two-Way Messaging & Section B for Assured Alphanumeric)

E. NATIONWIDE COVERAGE (See Section A, Two-Way Messaging & Section B for Assured Alphanumeric)

Service

As your *Wireless Sales Executive*, I can be relied upon to perform the following:

- Provide a cost analysis of wireless products and service
- Software configuration and training
- Pager training
- Set-up additional services

“Spare” Pager Program

Arch will provide “spare” pagers to a central contact. In the event of a problem with any pager unit, an existing pager number may be transferred and used on one of these “spare” pagers, so service may continue, uninterrupted. With every 100 pagers on your account, your account may carry two “spare pagers” It takes only minutes to complete this phone transaction. Simply call customer service and they will transfer the number to the “spare” unit. The Arch customer service representative will remain on the line with you until a test page is received, ensuring that you are registered with a working replacement for the defective unit.

Mail-Out Program

Arch Wireless is committed to the interest of providing superior customer service. With this interest a top concern, Arch Wireless has implemented a Mail-Out program. This allows the Wireless Sales Executives more time to proactively monitor accounts, as well as provide accurate solutions to your communication needs.